

Message Text

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UNCLAS VIENNA 0352

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SUBJECT: ARJAY EQUIPMENT CORP. INQUIRY

1. HAYWOOD C. SMITH, V.P. OF ARJAY EQUIPMENT CORP., WINSTON-SALEM, N.C., HAS WRITTEN ASKING WHETHER EMBASSY KNOWS OF ANY AUSTRIAN FIRMS HAVING CAPABILITY OF COMPLETING WORKING DRAWINGS AND CARRYING OUT ERECTION AND INSTALLATION OF EQUIPMENT FOR A PROCESSING PLANT INVOLVING TOBACCO. SMITH STATES HIS FIRM HAS BEEN ENGAGED IN DISCUSSIONS BOTH IN BULGARIA AND IN WINSTON-SALEM OF A PROJECT WHICH COULD INVOLVE THE CONSTRUCTION OF SUCH A PLANT IN BULGARIA. ARJAY WOULD PROVIDE KNOW-HOW, INCLUDING BASIC DESIGN, SOME SUPERVISION OF CONSTRUCTION AND RESPONSIBILITY FOR START-UP AND ACCEPTANCE OF PLANT, AND SEEKS QUOTE CONTRACTUAL ALLIANCE UNQUOTE WITH EUROPEAN FIRM ENGINEERING/ CONSTRUCTION. SMITH ASKS FOR TELEX REPLY DUE THEIR TIGHT SCHEDULE.

2. PLEASE INFORM SMITH THAT EMBASSY HAS CONTACTED DKFM. TESARIK OF LARGE AUSTRIAN ENGINEERING/CONSTRUCTION IFRM WAAGNER-BIRO (WTDR JULY 1973) AND, WITHOUT DIVULGING ARJAY NAME, DISCUSSED REQUIREMENTS AS OUTLINED IN SMITH LETTER. TESARIK STATES HIS FIRM MEETS SUCH CRITERIA INCLUDING PAST EXPERIENCE IN BULGARIA. ADDRESS OF WAAGNER-BIRO A.G. (ATTN: DKFM. TESARIK) IS P.O. BOX 60, MARGARETENSTRASSE 70, A-1051 VIENNA, AUSTRIA; CABLE WAAGNERAG VIENNA; TELEX 01-1832; TELEPHONE 0222/579545. HUMES

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